



SJ RESEARCH LIMITED
JI THE PADDOCKS
347 CHERRY HINTON RD
CAMBRIDGE CB1 4DH
TELEPHONE 0223 416715
FAX 0223 416440

5th May 1993

News Update

I thought that it was time to write to you to keep you up-to-date with what is happening at SJ. The past few months have passed quickly as everyone here has been working hard to get our new products ready for release.

Nexus Networking

Nexus Networking is now available and during testing we have measured a 10% speed improvement over our existing disc sharers. We are extremely pleased with the way that this product has developed and hope that those of you who are already users of Nexus will choose to upgrade to Networking.

Nexus Junior

The interest in Nexus Junior has been very encouraging and we already have a waiting list! Junior allows three Archimedes computers to share the hard disc of a fourth machine and offers a low cost solution which is ideal for primary schools. The advantage of Nexus Junior over other low-end disc sharing systems is that it makes use of standard hard drives, it can be cabled over large distances (up to 100m from the server machine) and is capable of being expanded to become a full Nexus system.

The release of Nexus Junior remains on target and a limited number of units will be available for use in your classrooms in September. Early ordering is advisable to avoid disappointment.

New prices effective from 1 June 1993

It has been a long time since we have been forced to increase prices but, like so many other companies at this time, we have also been affected by currency fluctuations and the worldwide shortage of electronic components. We have held on for as long as we can but I am afraid that we must now adjust the prices of some of our products.

I therefore enclose a new price list which includes the updated retail and education prices. Remember, however, that before purchasing it is always worth checking with ourselves, your **Local Dealer** or **Education Centre** as they will have the latest and most up-to-date prices and details of promotional offers.

If you have any queries regarding any of our products or would like further information then I would be more than happy to hear from you.

Regards

Sales & Marketing Manager